



DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



National Stock Number (NSN): Your Key to Unlock Sales

2011 DLA Industry Conference

June 27th to June 30th

Breakout Session

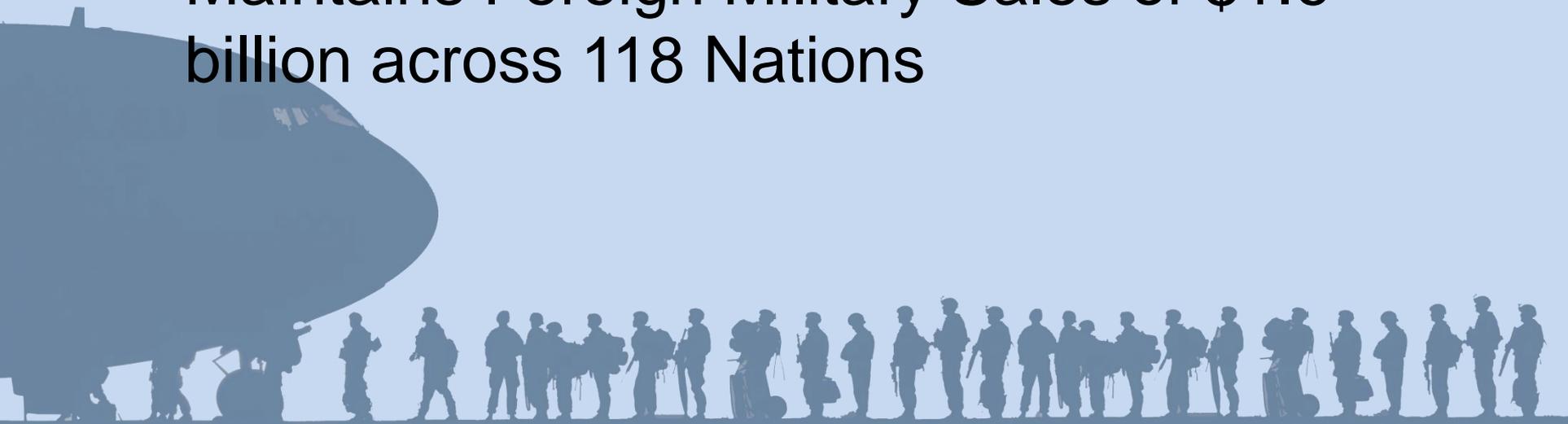
John Naperkoski

DLA Logistics Information Service



Do you want to do business with an organization that....

- Produces revenues of nearly \$41 billion
- Manages 8 supply chains and 5 million items
- Operates in 48 states and 28 countries
- Maintains Foreign Military Sales of \$1.6 billion across 118 Nations





How can I increase my business?

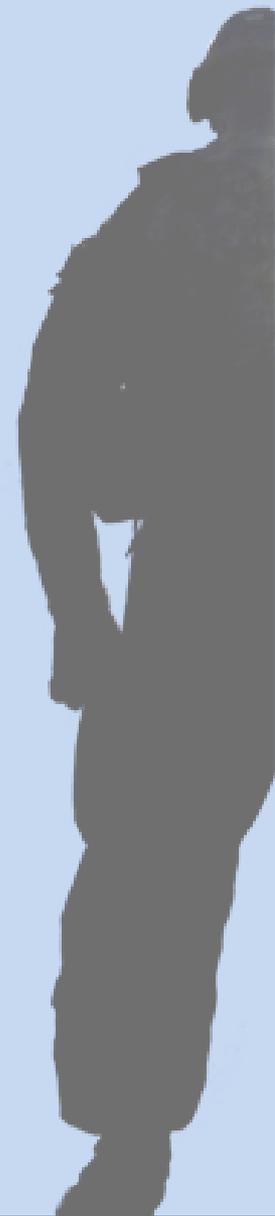
- Register your business
- Obtain a CAGE Code
- Understand the NSN
- Find a sponsor
- Access your data
- Update your data





Register your business

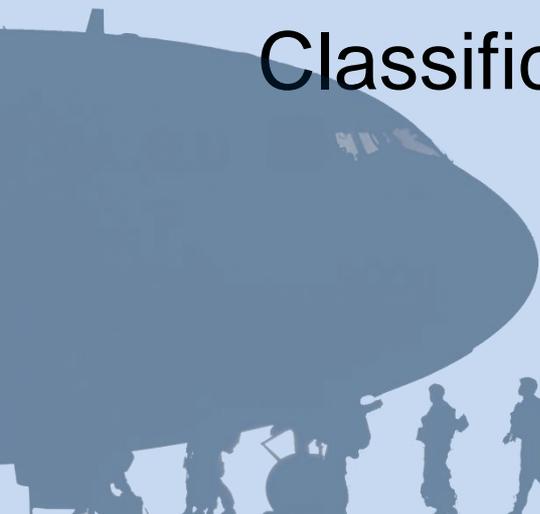
- Central Contractor Registration (CCR)
- Registrant database for U.S. Federal Government
- Paperless payments through electronic funds transfer
- Registration does not guarantee a contract
- CCR URL: www.bpn.gov/ccr/





Federal Acquisition Regulations (FARs) govern CCR

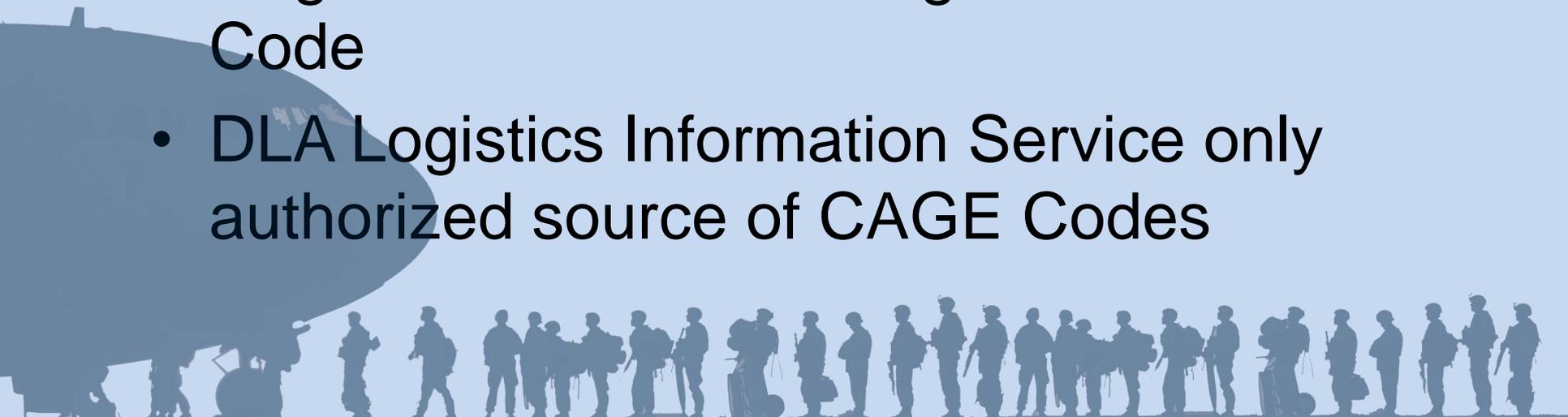
- Must be registered in CCR
- Must have Data Universal Numbering System (DUNS) number to register
- Select a North American Industry Classification System (NAICS) code





What is a CAGE Code?

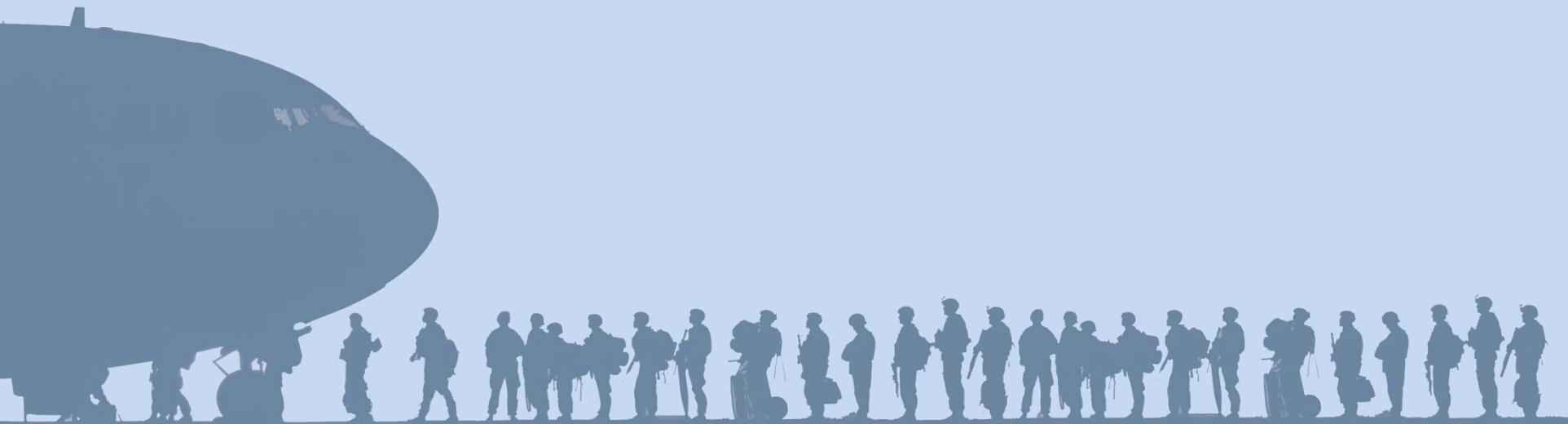
- Five digit code depicting Commercial and Government Entity (CAGE)
- CAGE Code required for business with the Federal Government
- Registration in CCR assigns CAGE Code
- DLA Logistics Information Service only authorized source of CAGE Codes





Why do I need to obtain a CAGE Code?

- Pay processes
- Facility security clearances
- Contract management





How do I change CAGE Code data?

- Contact D&B to update CCR at:
<http://fedgov.dnb.com/webform>
- Complete DD Form 2051
- Forward to:
Director, DLA Logistics Information Service
ATTN: DLA Log Info SVC - LAC
Hart-Dole-Inouye Federal Center
74 North Washington
Battle Creek, MI 49037

Per 48 C.F.R Subpart 204.72 – Contractor Identification



Understand the National Stock Number (NSN)

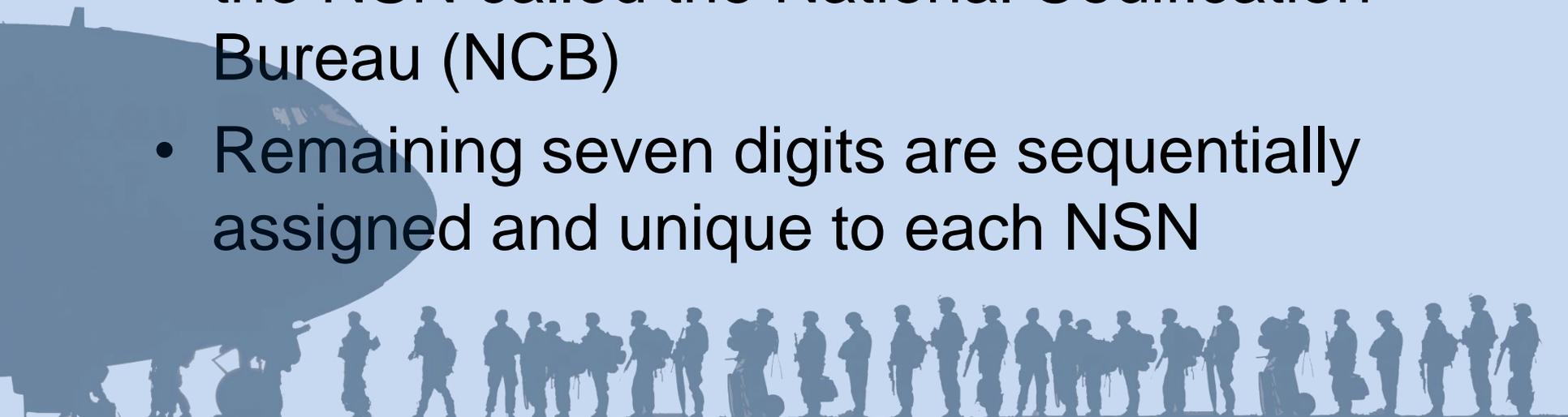
- Official label applied to an item of supply that is repeatedly used throughout the Federal Supply System
- 6.5 Million active NSNs in Federal Supply System
- 9 Million non-US managed NSNs in NATO system





NSN structure

- 13-digit code, e.g., 6240-00-357-7976
- First four digits are the Federal Supply Class (FSC)
- Next two digits are country that assigned the NSN called the National Codification Bureau (NCB)
- Remaining seven digits are sequentially assigned and unique to each NSN





Benefits of the NSN

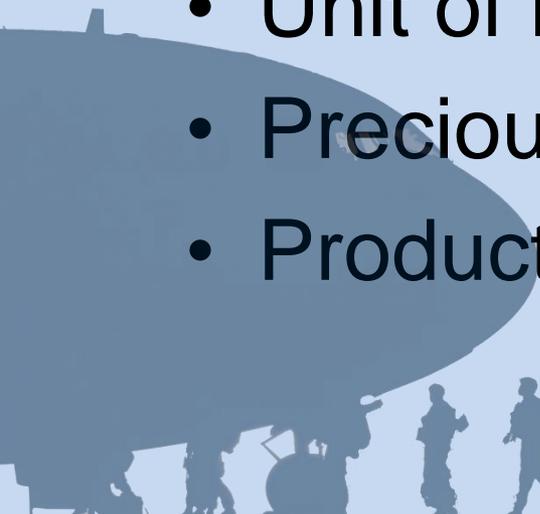


- Ensures life cycle support & interoperability
- Provides safety / protection of personnel
- Identifies data sharing capabilities of items
- Is data key for item tracking



Your tech data describes the NSN's form, fit, and function

- Shelf life
- Interchangeability and substitutability
- Price
- Unit of issue
- Precious metals or hazardous materials
- Product characteristics





Access to technical data is required by public law

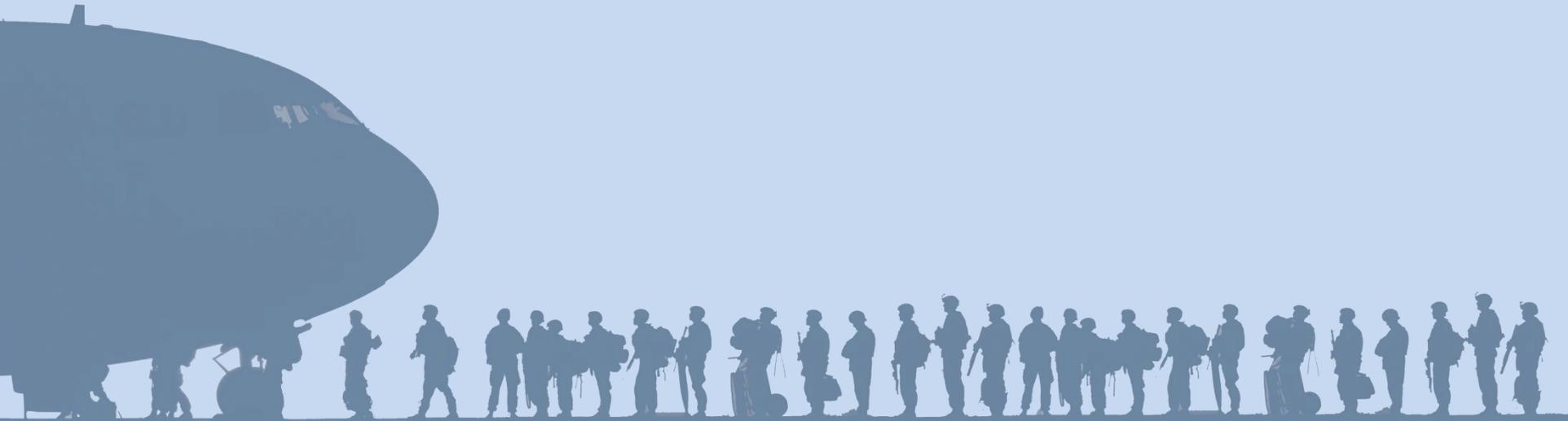
Cataloging and Standardization Act,
Public Law 82-436 reads:

“To uphold this act it is imperative that the DoD Agency responsible for cataloging, DLA Logistics Information Service, is granted access to technical data.”



Benefits of technical data

- Parts standardization
- Avoidance of duplication
- Interoperability
- Proper management, storage, and disposal





Who uses NSNs?

- Military Services
- Department of Defense (DoD)
- Disposition services
- Federal Agencies, such as GSA, FAA, DHS, etc.
- North Atlantic Treaty Organization (NATO)
- Many governments around the world





Who can request a NSN?

- Only a....
 - Military service
 - International partners
 - Federal/civil agency
- A Service must sponsor your product for NSN assignment





How do you find a sponsor?

Contact a Service or Agency point of contact:

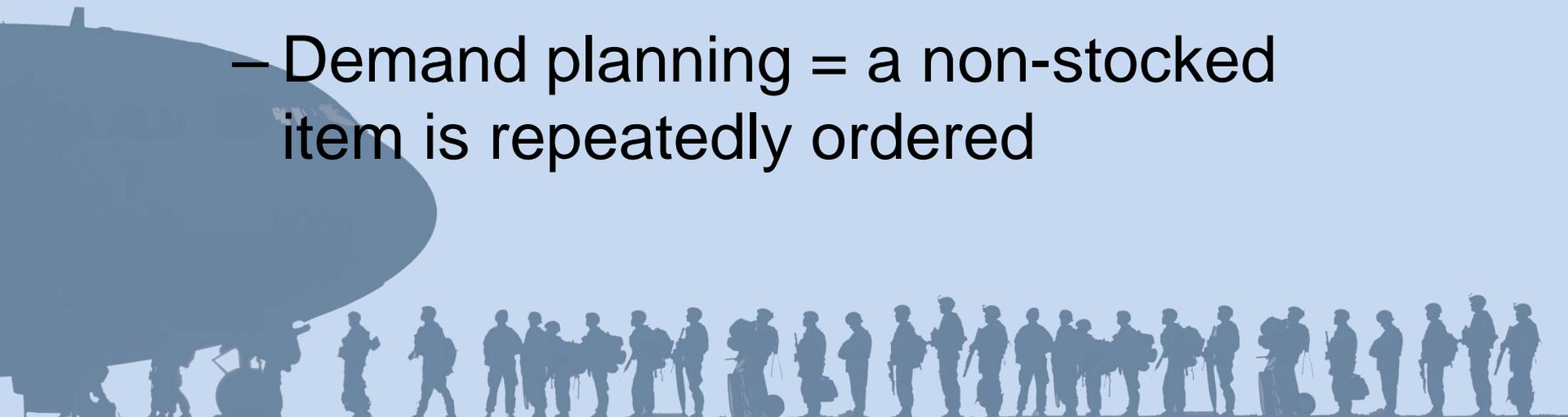
- Army: www.sellingtoarmy.info/user/showpage.aspx?SectionID=
- Marine Corps: www.donhq.navy.mil/OSBP/activities/marine-corps.html
- Navy: www.donhq.navy.mil/OSBP/
- Air Force: www.airforcesmallbiz.org
- OSD: www.acq.osd.mil/osbp/index.html
- DLA: www.dla.mil/db/
- GSA: www.gsa.gov/portal/content/105221
- PTAC: ww.dla.mil/db/ptap.asp



When is a NSN requested?

Once a requirement for an item has been identified as needed via....

- Provisioning = a new weapon system is deployed by a military service
- Demand planning = a non-stocked item is repeatedly ordered





How can you access your data?

- WebFLIS provides access to near real-time data
 - Hot links provide explanations
 - Proprietary data not viewed by public
- DOD EMALL provides product visibility to customers looking to purchase
 - Active DLA managed NSNs
 - Advantage for fully described items



How can you update your data?

- CCR for business statistics/financial routing data
 - Update with D&B using webform at: <http://fedgov.dnb.com/webform>
 - Confirm D&B changes in CCR
- iGIRDER for reference/part number data
 - Register with User ID and Password
 - Update at : www.dlis.dla.mil/gidm/



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To get further details on information
presented during this session,
please visit the
DLA Logistics Information Service
booth, number

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Contact Information:

- Address:
 - DLA Customer Interaction Center
 - DLA Logistics Information Service
 - 74 Washington Ave. N.
 - Battle Creek, MI. 49037-3084
- Toll Free: 1-877-352-2255
- DSN: 661-7766
- Comm: (269) 961-7766
- Email: dlacontactcenter@dla.mil





Questions?

